

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

American Medic Inc

Texas Manufacturing Assistance Center

American Medical Identifications Tags Savings Techniques

Client Profile:

American Medical Identifications, based in Houston, Texas, serves the international medical community and general public by offering quality medical identification products. In case of emergency, such identification jewelry can effectively assist medical personnel with the administration of lifesaving medical aid. Founded in 1994, the company now employs nearly 20 people who use high-grade sterling silver, gold, and stainless steel to produce upscale medical jewelry for the company's (primarily) mail-order business.

Situation:

American Medical Identifications had a very high inventory level that was constraining cash flow. The company needed help solving the problem and contacted the Small Business Development Center of Houston, which referred it to the Texas Manufacturing Assistance Center (TMAC), a NIST MEP network affiliate.

Solution:

TMAC conducted a complete business assessment of American Medical Identifications' operations and identified several areas of opportunity, provided potential cost benefits for each improvement, and developed a time frame for implementation. TMAC suggested the company address workflow, inventory management, work procedures, internal communication, planning, and scheduling.

American Medical Identification began a series of projects to improve operations. The company is now focused on creating a multi-skilled workforce and improving its scheduling methods. Employees meet on a frequent and regularly scheduled basis to discuss their production areas, which enables problems to be identified and resolved as they arise. American Medical Identification has already seen significant results from its projects, and plans to continue making improvements to operations in the near future.

Results:

Significantly reduced turn-around time and work-in-process inventory.
Reduced dollar costs tied up in inventory by 30 percent.
Increased internet orders by 20 percent.
Evaluating new capital investments.

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Improving the overall bottom line by approximately \$1 million annually.

Testimonial:

"The Texas Manufacturing Assistance Center helped give us a new perspective. We now know how to think more analytically. I estimate that TMAC helped us save about one million dollars over the course of a year."

Rick Russell, President